

Message Text

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ACTION COME-00

INFO OCT-01 AF-06 EUR-12 ISO-00 XMB-02 OPIC-03 EB-07 AID-05

RSC-01 /037 W

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P 041600Z FEB 75

FM AMEMBASSY LOME

TO SECSTATE WASHDC PRIORITY 8813

INFO AMEMBASSY ABIDJAN

AMEMBASSY ACCRA

AMEMBASSY KINSHASA

AMEMBASSY PARIS

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PASS EXIM, OPIC, USDOC

E.O. 11652: N/A

TAGS: EIND, EFIN, BPRO, TO

SUZZJECT: MAJOR US BUSINESS OPPORTUNITY: FERTILIZER PROJECT

REF: A) LOME 258 (NOTAL); B) LOME 247 (NOTAL)

1. MAURICE ASSOR, ECONOMIC ADVISER TO PRESIDENT EYADEMA, CALLED ON AMBASSADOR TODAY TO DISCUSS POSSIBILITIES OF AMERICAN PRIVATE PARTICIPATION IN TOGOLESE DEVELOPMENT PROJECTS. UNLIKE CREPPY (REF B), HE FOCUSED ON PHOSPHATE FERTILIZER PLANT RATHER THAN CIMAO AND INDICATED LAMBERT IS IN FACT STILL INVOLVED IN LATTER.

2. ASSOR SAID HIS ASSOCIATES IN PARIS HAD CONSULTED ALREADY WITH DAVY POWERGAS (REF B), WHOSE PROPOSAL ALONG WITH OTHERS HAD BEEN SUBMITTED TO GOT. HE EXPECTS GOT TO AWARD CONTRACT FOR THIS \$140-150 MILLION PROJECT WITHIN TWO MONTHS.

3. DURING EYADEMA'S VISIT TO PARIS LAST FALL, ACCORDING TO LIMITED OFFICIAL USE

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ASSOR, FRENCH PRESSED PRESIDENT TO MAKE IT FRENCH FERTILIZER

PROJECT. ASSOR MENTIONED HE RECENTLY HAD TOLD BELGIAN CONCERN WHICH ORIGINATED IDEA FOR PROJECT THAT GOT UNDER NO OBLIGATION TO OFFER PARTICIPATION TO IT. HE EXPLAINED EYADEMA HAD GIVEN HIM CARTE BLANCHE TO PUT PROJECT TOGETHER, EXCLUDING GOT MINISTERS SO AS TO CENTRALIZE ARRANGEMENTS. ASSOR MENTIONED TWICE THAT PRESIDENT THOUGHT IT WOULD BE GOOD THING IF AMERICAN COMPANY PARTICIPATED. THIS IS SIGNIFICANT BECAUSE ASSOR HIMSELF SPEAKS ADMIRINGLY OF ATTITUDES AND CONDUCT OF W.R. GRACE IN CTMB COMPENSATION NEGOTIATIONS LAST YEAR. HE TAKES, INCIDENTALLY, FULL CREDIT FOR PROMPT COMPENSATION OF THIS NATIONALIZED COMPANY. IN ANY EVENT, HE PROBABLY HAS SOME INFLUENCE OVER PRESIDENT'S REACTIONS. AS WE ALL KNOW, AMERICAN CONNECTION WITH CTMB HAS NEVER BEEN MENTIONED. WE DOUBT MANY TOGOLESE ARE AWARE OF THIS CONNECTION.

4. AMBASSADOR ASKED WHAT EMBASSY COULD DO TO REINFORCE GOT'S CONTACT WITH AMERICAN COMPANIES, FOR EXAMPLE DAVY POWERGAS. ASSOR REPLIED HE HAD OWN ENGINEER NEGOTIATING ON FERTILIZER PROJECT WHO WOULD BE CONTACTING EMBASSY SOON. HE ALSO ADVISED THAT EQUITY IN FERTILIZER PROJECT TO BE SPLIT 50 PERCENT GOT, 25 PERCENT ZAIRE AND 25 PERCENT PRIVATE SECTOR.
RAWLS

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